NEWS RELEASE

Mitel Partners with ATS Networks to Provide UC Services to French-Speaking Africa

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The partnership will focus on Morocco, Algeria, Ivory Coast, Senegal and Tunisia among other key markets in the region

DUBAI, July 28, 2022 - **Mitel®**, a global leader in business communications, today announced it has signed a distribution agreement with **ATS Networks** to provide unified communications and collaboration solutions to resellers across French-speaking Africa.

The partnership will allow Mitel to better serve the local market by establishing a presence in the region with a particular focus on Morocco, Algeria, Ivory Coast, Senegal and Tunisia. Mitel will also be able to tap into ATS' expertise in UC technology and its strong reach across these markets.

Mitel's products portfolio includes solutions for SMEs and mid-market businesses which represent a core segment of ATS's customer base in the region as well as dedicated solutions for key growth areas across sectors such as hospitality, healthcare and public services.

Commenting on the agreement, Fady Tabbal, Managing Director at ATS Networks, said: "We wanted to partner with a world class vendor in the Unified Communication and Contact Center space to complement our portfolio of video, security and infrastructure solutions, so Mitel was an obvious choice. Mitel offers best of class solutions in this space and has a real partner-first approach. This is closely aligned to our business philosophy, so we are excited about working together to deliver more value and choice to customers in the region."

Speaking on the agreement, Mitel's Channel Director of Middle East, Africa, Turkey and South Asia, Asif Khan, said: "Our key objective in our partnership with ATS Networks is to make our solutions more accessible for the channel partners in the region and be able to deliver the right level of support and service. We are committed to offering choice and flexibility to our partners – whether it be from a portfolio perspective or purchase model, so that they can meet the needs of their customers at every stage of their communication journey. The African UC market is growing, and we see a significant potential, particularly in the hospitality, government and the SME space. We are looking forward to working closely with ATS Networks to meet this market demand."

As a Mitel distributor, ATS Networks will not only distribute Mitel's UC solutions but also manage the logistics, operations, credit/finance and channel support in the French language.

About Mitel

A global market leader in business communications powering more than two billion business connections, Mitel helps businesses and service providers connect, collaborate, and provide innovative services to their customers. Our innovation and communications experts serve business users in more than 100 countries. For more information, go to **www.mitel.com** and follow us on **LinkedIn** and Twitter **@Mitel**.

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About ATS Networks

A value-added distributor in unified communications, cybersecurity & advanced networking, with more than 10 Years of experience in distributing valuable solution to end customers.

With an established reputation and experience in the security and UCC business, ATS empowers more than 100 partners to cover North Africa and Sub-Saharan countries by delivering its services with complete agility, while catering for multinationals as well as for local businesses.

For more information, visit **www.atsnetworks.co** and follow us on LinkedIn @ATS Networks.

CONTACT INFORMATION
Mitel Public Relations
Email: **pr@mitel.com**